

Message Text

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TAGS: BEXP, GW

SUBJ CT: WTDR - C. GERHARDT GMBH & CO. KG, FABRIK UND
LAGER CHEM. APPARATE

REF: USDOC 03022

1. 100 BORNHEIMER STRASSE; POSTFACH 322; D-5300 BONN1
. CABLE ADDRESS: CHEMIEBONN; TELEX NO.: 0886 427;
TELEPHONE NO.: (02221) 65 40 01. OWNERS AND MANAGERS:
DR. WOLFGANG MACKE AND DR. TIL MACKE.
2. THIS FIRM, ESTABLISHED IN 1846, IS A MEDIUM-SIZED
MANUFACTURER OF ELECTRICAL LABORATORY EQUIPMENT AND A
DISTRIBUTOR, EXPORTER AND IMPORTER AS WELL AS WHOLE-
SALER OF LABORATORY EQUIPMENT FOR SCIENTIFIC AND
INDUSTRIAL PURPOSES. IT EMPLOYS 78, PLUS 2 TRAVELLING
SALESMEN, AND REPORTS AN ANNUAL SALES VOLUME OF DM
9.0 MILLION. FIRM'S SALES TERRITORY IS GERMANY, EUROPEAN
COUNTRIES AND THE U.S.
3. FINANCIAL REFERENCE: DEUTSCHE BANK AG, BONN. TRADE
REFERENCES: W.C. HERAEUS GMBH, HANAU, AND JENAER GLAS-
WERK SCHOTT & GEN., MAINZ.
4. MAJOR FOREIGN FIRMS REPRESENTED: HAMILTON CO., RENO,
NEV. FOR MICRO LITER SYRINGES, ACTING AS A SUB-AGENT
OF GERMAN REPRESENTATIVE IN HAMBURG, SINCE 1969.

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5. THIS REPORT IS BASED ON INFORMATION RECEIVED FROM

SUBJECT FIRM, CREDIT RATING AND BANKING SOURCES. THIS FIRM, WHICH IS SPECIALIZED IN THE MANUFACTURE OF LABORATORY HEATING EQUIPMENT, MIXERS AND VIBRATORS, IS A LIMITED PARTNERSHIP WITH A BASIC CAPITAL OF DM 500,000. THE FIRM OWNS NO REAL ESTATE, HOWEVER, DR. MACKE PERSONALLY OWNS REAL PROPERTY VALUED AT DM 1.0 MILLION, WHICH IS REPORTEDLY SLIGHTLY ENCUMBERED. STOCKS ON HAND ARE ESTIMATED AT DM 500,000. THE FIRM'S MANAGEMENT ENJOYS A FAVORABLE REPUTATION. PAYMENTS ARE MADE PROMPTLY. THE FINANCIAL SITUATION APPEARS IN ORDER.

ON BASIS OF ABOVE INFORMATION FIRM CAN BE RECOMMENDED AS A GOOD BUSINESS CONNECTION FOR U.S. FIRMS.

6. DATE OF REPORT: 3/75.

APPROVING OFFICER: TOBY T. ZETTLER, ASST.COMMERCIAL ATT.

HILLENBRAND

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